

OFFERING MEMORANDUM

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



REPRESENTATIVE PHOTO

**ARKANSAS PORTFOLIO**



REPRESENTATIVE PHOTO



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# INVESTMENT HIGHLIGHTS

## SWIFTON, AR

- 15-Year Absolute NNN Lease w/ 11.25-Years remaining on the base term
- Zero management responsibilities; fully passive investment
- Five, 5-Year extension options all of which include a very attractive 10% rent increase
- Corporately guaranteed lease
- Cheap rent – Dollar General is only paying \$7.92/SF
- Low price point of \$1,021,371

## SEARCY, AR

- 15-Year Absolute NNN Lease w/ 11.75-Years remaining on the base term
- Zero management responsibilities; fully passive investment
- Five, 5-Year extension options all of which include a very attractive 10% rent increase
- Corporately guaranteed lease
- 5-mile population of approximately 30,000 residents
- Cheap rent – Dollar General is only paying \$9.31/SF
- Low price point of \$1,210,629
- Average annual household income of \$63,000; which is considered to be Dollar General's "sweet-spot"

## DOLLAR GENERAL

- Dollar General is considered to be the strongest of all the dollar store tenants
- Extremely strong investment grade credit rating of BBB (S&P)
- Dollar General recently formed a strategic partnership with FedEx and Western Union: the partnership will encourage a more diverse customer base, of which they believe will stick around and shop
- Dollar General's Recent Partnerships and Market Expansion Draw Investors:
  - [CLICK HERE FOR ARTICLE](#)

	LIST PRICE
SALES PRICE	\$1,021,371
CAP RATE	7.00%

## INVESTMENT SUMMARY

» ADDRESS	205 Hwy 67 North, Swifton, AR 72471
» BUILDING AREA	±9,026 SF
» NOI	\$71,496

## LEASE SUMMARY

TENANT TRADE NAME	Dollar General
TYPE OF OWNERSHIP	Fee Simple
LEASE TYPE	NNN
ROOF AND STRUCTURE	Tenant Responsibility
ORIGINAL LEASE TERM	15 years
RENT COMMENCEMENT DATE	12/13/2015
LEASE EXPIRATION DATE	12/31/2030
TERM REMAINING ON LEASE	±11 years
INCREASES	10% every 5 years
RENEWAL OPTIONS	Five, 5 Year Options

## ANNUALIZED OPERATING DATA

	MONTHLY RENT	ANNUAL RENT	RENT/SF	CAP RATE
CURRENT - 12/31/2030	\$5,958.00	\$71,496	\$7.92	7.00%
OPTION 1	\$6,554.00	\$78,648	\$8.71	7.70%
OPTION 2	\$7,209.00	\$86,508	\$9.58	8.47%
OPTION 3	\$7,930.00	\$95,160	\$10.54	9.32%
OPTION 4	\$8,725.00	\$104,700	\$11.60	10.25%
OPTION 5	\$9,596.00	\$115,152	\$12.76	11.27%

	LIST PRICE
SALES PRICE	\$1,210,629
CAP RATE	7.00%

## INVESTMENT SUMMARY

» ADDRESS	231 Hwy 16 Searcy, AR 72143
» BUILDING AREA	±9,100 SF
» NOI	\$84,744

## LEASE SUMMARY

TENANT TRADE NAME	Dollar General
TYPE OF OWNERSHIP	Fee Simple
LEASE TYPE	NNN
ROOF AND STRUCTURE	Tenant Responsibility
ORIGINAL LEASE TERM	15 years
RENT COMMENCEMENT DATE	6/27/16
LEASE EXPIRATION DATE	6/30/2031
TERM REMAINING ON LEASE	±11 years
INCREASES	10% every 5 years
RENEWAL OPTIONS	Five, 5 Year Options

## ANNUALIZED OPERATING DATA

	MONTHLY RENT	ANNUAL RENT	RENT/SF	CAP RATE
CURRENT - 6/30/2031	\$7,062.00	\$84,744	\$9.31	7.00%
OPTION 1	\$7,768.00	\$93,216	\$10.24	7.70%
OPTION 2	\$8,545.00	\$102,540	\$11.27	8.47%
OPTION 3	\$9,399.00	\$112,788	\$12.39	9.32%
OPTION 4	\$10,339.00	\$124,068	\$13.63	10.25%
OPTION 5	\$11,373.00	\$136,476	\$15.00	11.27%



**DOLLAR  
GENERAL®**

# TENANT OVERVIEW

**DOLLAR GENERAL®**

Dollar General is the fast-growing retailer that boasts roughly 15,000 discount stores in over 40 US states, mostly in the South, East, the Midwest, and the Southwest. It generates about 75% of its sales from consumables (including refrigerated, shelf-stable, and perishable foods) and another 10% from seasonal items. The stores also offer household products and apparel. Pricing its items at \$10 or less, Dollar General targets low-, middle-, and fixed-income shoppers while selling brand-name products from manufacturers such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo, and Coca-Cola.

With its small-box stores typically measuring some 9,100 sq. ft, Dollar General targets cost-conscious consumers that prefer easier and quicker access to items than at super-sized competitors such as Wal-Mart and Costco (which are also often much farther away). Indeed, Dollar General's strategy of catering to the value conscious has paid off big, both during and after the recession. The discount retailer boasted its 26th consecutive year of same-store sales growth in 2016 (ended January), attributable to its value and convenience proposition.

**COMPANY NAME**

Dollar General

**INDUSTRY**

Discount Retailer

**OWNERSHIP**

Public (NYSE: DG)

**HEADQUARTERS**

Goodlettsville, TN

**YEAR FOUNDED**

1939

**NO. OF EMPLOYEES**

±130,000





## 205 HWY 67 NORTH | SWIFTON, AR





## 2319 HWY 16 | SEARCY, AR





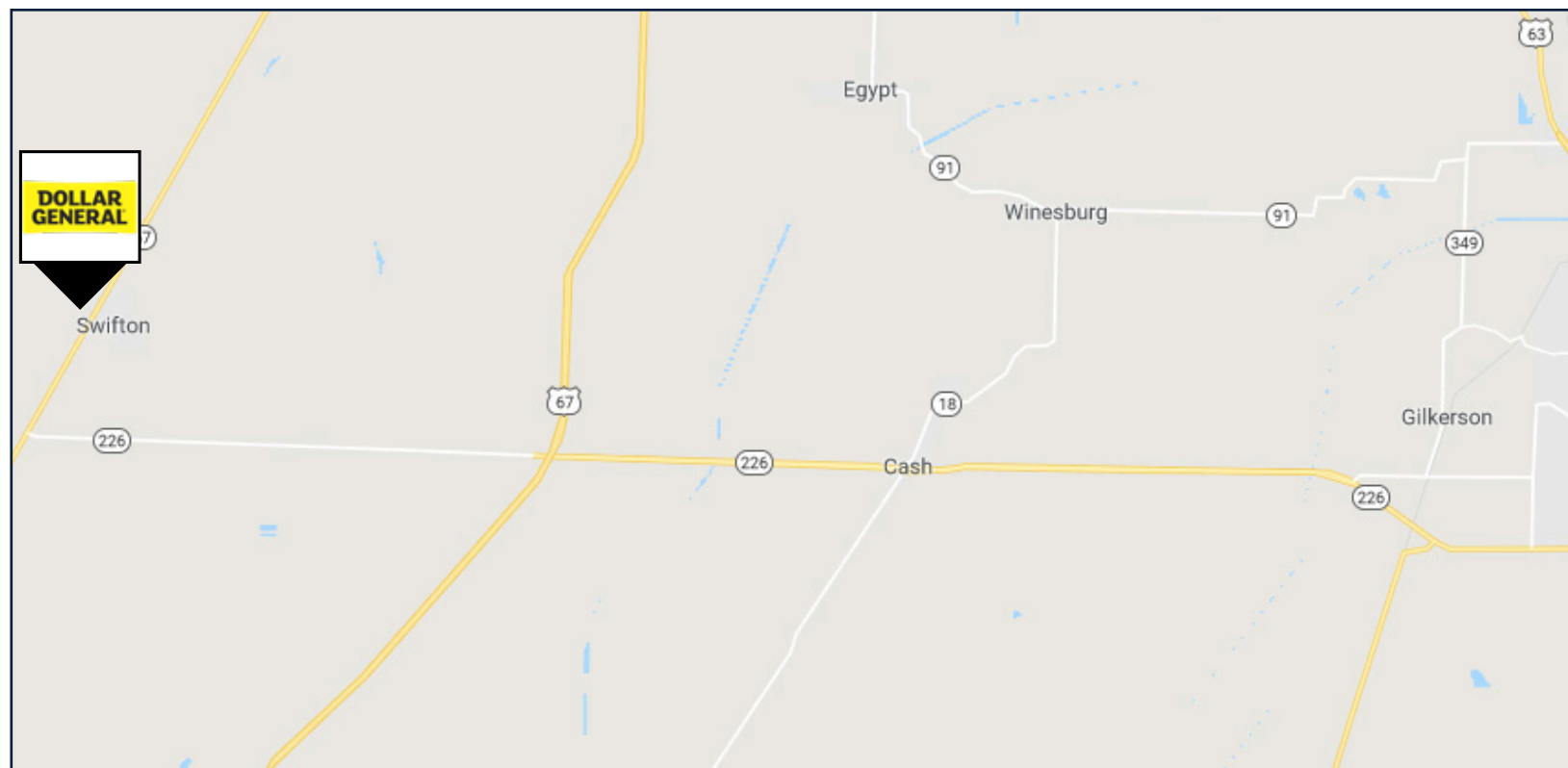
## SWIFTON, AR

Swifton is one of several Jackson County cities that were founded along the tracks of the Iron Mountain Railroad. Home to three notable names in baseball, including Baseball Hall of Fame third baseman George Kell, Swifton is also a landmark on Arkansas's Rock 'n' Roll Highway 67.

Arkansas is a unique tapestry of mountains, plains and fertile delta. Our history and heritage is part Western frontier, part Ozark pioneer and part Old South. Whether you choose to spend your time enjoying contemporary cityscapes or outdoor recreation that takes full advantage of The Natural State's abundant resource.

## DEMOGRAPHICS

POPULATION	5-MILE	10-MILE	15-MILE
2024 Projection	1,010	3,583	11,352
2019 Estimate	1,042	3,664	11,340
2010 Census	1,130	3,894	11,542
HOUSEHOLDS	5-MILE	10-MILE	15-MILE
2024 Projection	433	1,509	3,749
2019 Estimate	443	1,539	3,805
2010 Census	471	1,621	3,991
INCOME	5-MILE	10-MILE	15-MILE
2019 Avg. Household Income	\$55,856	\$54,816	\$56,309



# SEARCY, AR

Searcy is the largest and county seat of White County, Arkansas. Both the town and county of Searcy were named for the same person: Arkansas pioneer Richard Searcy. Born in Tennessee, he headed to Arkansas with the early settlers of Davidsonville.

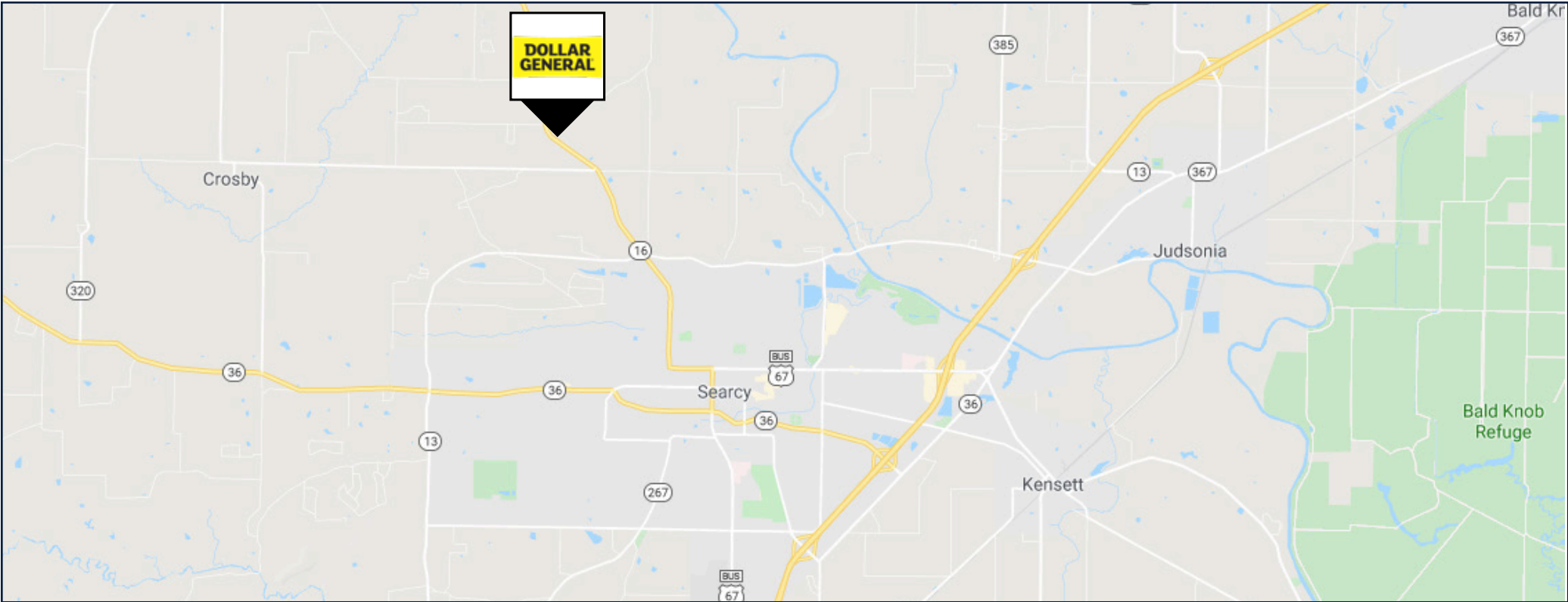
Today Searcy is a college town. Harding University draws students from around the country and offers arts and athletic events for the community. A major attraction is the White County Fair, which began in 1930. The White County Courthouse, the oldest functioning courthouse in the state, is also listed on the National Register. The 1923 Rialto Theatre is a landmark with its splashy neon lighting and is one of only a few historic theaters which still shows daily movies.

## DEMOGRAPHICS

POPULATION	5-MILE	10-MILE	15-MILE
2024 Projection	29,805	48,122	63,957
2019 Estimate	29,062	47,078	62,890
2010 Census	27,902	45,463	61,513
Growth 2010-2019	4.16%	3.55%	2.24%
Growth 2019-2024	2.56%	2.22%	1.70%

HOUSEHOLDS	5-MILE	10-MILE	15-MILE
2024 Projection	10,861	18,125	24,338
2019 Estimate	10,624	17,741	23,927
2010 Census	10,291	17,150	23,372
Growth 2010-2019	3.24%	3.45%	2.38%
Growth 2019-2024	2.23%	2.16%	1.72%

INCOME	5-MILE	10-MILE	15-MILE
2019 Avg. Household Income	\$63,267	\$60,730	\$60,209





## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located in **Arkansas** (“Property”). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

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